



U.S. Small Business
Administration

Advisory Committee on Veterans Business Affairs March Minutes

Location of Meeting: Virtual – Microsoft Teams

Members Present:

- Larry Stubblefield, Associate Administrator, Office of Veterans Business Development (OVBD), Small Business Administration (SBA)
- Fran Perez-Wilhite, Chairperson, ACVBA; Program Manager, North Carolina Military Business Center
- Rob Bailey, President, Bailey Information Tech Cons, LLC
- Glenett Hannah, CEO/President, Hannah Innovative Solutions
- Lynn Lowder, Co-Founder & CEO, Veterans Business Project
- Kandis Porter, Founder & Managing Director, Effective Flow Connections, LLC
- Joe Sharpe, Director, National Veterans Employment & Education Division, American Legion
- Valerie Lewis, Founder & CEO, Valerie Lewis Janitorial Services

The regular meeting of the ACVBA was called to order at 9:00 AM on March 3, 2022, by Laura Wages, Director of Policy and Engagement, OVBD, SBA.

1. Meeting Highlights:

Welcoming Remarks and Introductions – Larry Stubblefield

Chairwoman Remarks – Fran Perez-Wilhite

- a. Presentation 1 – OVBD Updates on Special Initiatives and Ongoing Programs, Laura Wages: Laura Wages provided updates on special initiatives and on-going programs including the White House Initiative on Trucking, the White House Child Care Initiative, the National Center for Veteran Institute for Procurement’s (VIP) new VIP Advance program, the SBA Boots to Business (B2B) / B2B Reboot update and Veterans Business Outreach Center (VBOC) support.
- b. Presentation 2 – VOSB Access to Surplus Property Update, Amy Garcia, Veterans Business Analyst, Policy & Engagement, OVBD, and Steve Ekin, Director, Surplus Division, Georgia Department of Administrative Services: Steve and Amy provided program updates and where to find additional program information. The briefing began with a quick overview of regulatory history and program implementation and concluded with examples and successes from the state of Georgia.

- i. The [Final Rule](#) for Surplus Property for Veteran-Owned Small Businesses (VOSB) was published in November 2020 and went into effect in December 2020. SBA regulation's authorizing the program is found [here](#). More information about the program can be found online at www.sba.gov/vetsurplus.
 - ii. As of FY2022 Q1, 43 states have signed a Memorandum of Agreement (MOA) and VOSBs have received \$22.8 million in acquisition value. In the program's first year of implementation, VOSBs received approximately \$9 million in acquisition value.
 - iii. The State of Georgia has been working with the U.S. General Services Administration (GSA) and SBA from the inception of the law and was the second state to sign an MOA and begin distributing property. The State is working with 55 VOSBs who have received \$447, 690.87 in acquisition value. State Agency for Surplus Property (SASP) feedback from the states of Illinois, Michigan, Minnesota, Oregon, Texas, West Virginia, and other states was highlighted.
- c. Presentation 3 – 2021 NDAA and CVE Transfer from VA to SBA, Terrence Moultrie, Supervisor Business Opportunity Specialist, Office of Government Contracting & Business Development, SBA, and Cordell Smith, Deputy Director, Acquisition Policy, Office of Small Disadvantaged Business Utilization (OSDBU), VA: Terrence and Cordell provided an update on the Center for Verification and Evaluation (CVE) Transfer project. As of January 1, 2023, all functions for the VA's CVE will be transferred over to the SBA. The SBA Administrator and the VA Secretary have prioritized this project.
- i. The SBA Administrator stood up a tiger team focusing on four areas: funding, technology, policy and personnel.
 - ii. SBA is currently tracking VA's expiring verifications and anticipated reverifications as well as understanding the number of VOSBs registered in the System for Award Management (SAM) and SBA's Dynamic Small Business Search (DSBS) databases.
 - iii. More information is available on SBA's [veteran assistance programs](#) web page. For questions about CVE's transfer to SBA, or if you would like to receive monthly email updates, please email: cvetransfer@sba.gov.
- d. Presentation 4 – VA Small Business Update, Sharon Ridley Executive Director, Acquisition Policy, OSDBU, VA: Sharon presented updates on VA OSDBU programs.
- i. Women Veteran-Owned Small Business Initiative (WVOSBI): On Jan 19-20 the VA hosted Construction Industry Day with VA's Office of Construction and Facilities Management (CFM). There were over 100 women and WVOSB participants. Other attendees included: 5 Senior-level VA representatives; 2 SBA program offices supporting the Mentor-Protégé Program and Surety Bond Program; 53 large prime vendors; large national-level construction vendors, and others.
 - ii. On February 7 the VA conducted VetBizLadyStart graduation. The Program started on September 20, 2021, and was developed as part of the WVOSBI in collaboration with the Women's Business Centers of the District of Columbia, Virginia, and Maryland. There were 20 women veteran graduates.
 - iii. How You Can Help Promote Women Veteran Participation in the Commercial and Federal Marketplaces: Engage, Empower, and Enable via the Direct Access Program (DAP). Since December 1, 2021, there have been 9 virtual DAP events conducted.
 - iv. Upcoming engagement opportunities include the July 12 Veterans Health

Administration's (VHA) Procurement & Logistics Office (P&LO) Regional Program Office (RPO) West Network Contracting Office (NCO) 17/19 Quarterly Virtual Business Opportunity Session.

- v. Also coming soon are Regional Procurement Office Central and East small business events.
 - vi. The VA CVE update: Number of verified firms in the Vendor Information Pages for SDVOSBs is 12,330 firms, and for VOSBs, 3,082 firms. The average processing time (FY22) is 32 calendar days. The average number of applications processed per month (FY22) is 622 applications. Of note, there is a process change to the calculation of average annual revenue for size purposes from 3-year average to 5-year average. CVE continues to support all requests for information from SBA in relation to the CVE transition, and the rate of reverification applications has significantly increased as businesses seek to reverify prior to transfer date (all-time high single-month total in January 2022).
- e. Presentation 5 – What's happening in Washington or Not, Elizabeth Sullivan and Ann Sullivan, Madison Services Group, Inc: Elizabeth and Ann provided insights on legislative insights and other congressional actions supporting veteran entrepreneurship.
- i. Veteran Legislative Actions including: House voting on [H.R. 3967](#) "The Honoring our PACT Act of 2021" (Rep. Takano D-CA); Senate passed [S. 5341](#) "Health Care for Burn Pit Veterans Act" (Sen. Tester D-MT); House passed [H.R.4673](#) "Ensuring Veterans' Smooth Transition Act" (Rep. Takano); and House passed [H.R.1836](#) "Guard and Reserve GI Bill Parity Act of 2021" (Rep. Levin D-CA).
 - ii. On Small Business Legislation: [H.R. 6527](#) "Driving Veterans Success Act" (Rep. Steele R-CA).
 - iii. SBA Entrepreneurial Development Program Reauthorization Bills (introduced by members of the House Small Business Committee) include: H.R. 6445, the Small Business Development Centers Improvement Act of 2022; H.R. 6441, the Women's Business Centers Improvement Act of 2022; and H.R. 6450, the SCORE for Small Business Act of 2022; S. 583, the PRICE Act (Sen. Peters D-MI) was signed into law.
 - iv. The Interagency Committee on Women's Business Enterprise Act of 2021 (Sen. Duckworth D- IL) Reinstates a federal interagency committee that helps coordinate federal resources to encourage the utilization and success of women-owned businesses.
- f. Presentation 6 – Banking Relationships and Small Businesses and the Workforce, Jim O'Farrell, President and CEO, Advanced Management Strategies Group (AMSG), Inc: Jim briefed the ACVBA on his experience as a veteran business owner during COVID-19. AMSG is a VA Verified Service-Disabled Veteran Owned Small Business (SDVOSB) founded in 2008 and headquartered in Dumfries, Virginia, with over 100 employees at dozens of locations nationwide supporting organizational transformation, warrior care recovery support, and other related services. Lessons learned:
- i. Ensure your employees have the right tools and training to do their jobs;
 - ii. Communicate early, often and consistently with employees, customers, business

- partners and stakeholders;
- iii. Take the time to get to know your banker;
- iv. Hire a CFO Consultant to do periodic reviews of your financials and provide advice on financial matters;
- v. Invest in Human Resources;
- vi. Legal and lobbying support is helpful;
- vii. IT support, outsourcing proved very helpful;
- viii. Take risks; and
- ix. You don't know it all, participate in outside programs. Highlights from the Bunker Labs-JP Morgan Chase CEO Circle Program: 1) Embrace the new "normal;" 2) ensure constant communication; 3) use proactive education; 4. effective cash management is important; 5) realign cost structures in the wake of the pandemic; 6) project different scenarios, and plan accordingly; and 7) embrace new opportunities.

2. ACVBA Subcommittee Reports:

- a. Access to Capital: Lynn Lowder and Glenett Hannah reviewed FY 22 government-wide small business procurement achievement highlighting SDVOSB, VOSB, HUBZone, and WOSB. Also mentioned, the Office of Management and Budget (OMB) guidance on category management.
 - i. Of note, the VA reported \$4.9B in total procurement as listed in Federal Procurement Data System (FPDS), compared to \$4.8B for the same period in FY21. Datasets were downloaded January 6 and 7, 2021 (FY21).
 - ii. Executive Order 13985: on December 2, 2021, OMB issued Memorandum M-22-03, requiring five steps to improve equity in Federal contracting: 1) Increase the SDB goal to 11% Government-wide in FY 22, as an initial step toward reaching 15% by FY 25. 2) Visit agency approaches to category management, specifically including consideration of agency decentralized contracts where small business participation can be enhanced. 3) Monitor and increase the number of new entrants to the Federal marketplace. 4) Include small business participation as an element of Senior Executive Service (SES) performance plans; and 5) Ensure OSDBU directors report directly to the agency head or deputy.
- b. Public Relations: Kandis Porter reminded participants the number one goal for this subcommittee is to make sure that ACVBA is supporting the 2.5 million veteran businesses, by sharing important information regarding benefits and the support available. The Veterans Business Outreach Centers (VBOCs) have resources including training, counseling, resource referrals for other partners, and also the veteran entrepreneurship training programs. Over the past year, to support this effort using social media, the ACVBA now has LinkedIn and Twitter accounts to share information about these meetings and other resources. Please use #ACVBA. The public can also follow the ACVBA on Twitter @ACVBA_SBA (an independent account), to amplify awareness about public meetings and a resource for requesting additional information about the Committee and their work products. Live streaming meetings is a goal of the ACVBA to provide engagement options and allow veteran business owners to participate. Additionally, the Public Relations Subcommittee would like to make the

entire ACVBA committee very familiar with what the VBOCs have to offer.

- c. Federal Contracting: Valerie Lewis, Robert Bailey, Joe Sharpe – No report submitted.

3. The next meeting will be held at Virtual Microsoft Teams on June 2, 2022.
4. The meeting was adjourned at 12:30 PM by Laura Wages.